

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 TRSE-00 /021 W
-----062757 191850Z /62

R 191833Z JAN 78
FM AMEMBASSY LONDON
TO USDOC WASHDC
INFO SECSTATE WASHDC 2211

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FOR ITA/BEWT/MR. ALAN LENZ

E.O. 11652: N/A
TAGS: EEWT, UK
SUBJECT: EAST-WEST TRADE FINANCING SEMINAR IN LONDON,
MAY 8-9, 1978

1. EMBOFFS HAVE BEEN DISCUSSING POSSIBLE LONDON SEMINAR SINCE LENZ VISIT AND ARE GRATEFUL TO RECEIVE DETAILS OF USDOC PLANS. ALTHOUGH EMBASSY FACILITIES MAY NOT PROVE ADEQUATE TO HANDLE SEMINAR SESSIONS, WE ENDORSE CHOICE OF LONDON AS SEMINAR SITE AND OFFER FOLLOWING COMMENTS AND SUGGESTIONS:

2. CONFERENCE FACILITIES:

A. LARGEST EMBASSY CONFERENCE ROOM IN WHICH DELEGATES CAN SIT AROUND TABLE SEATS 50 MAXIMUM, WITH 32 AT TABLE AND BALANCE SEATED ALONG WALLS. (TABLE PLACES WOULD HAVE TO BE ON FIRST-COME BASIS.) SOUND IS AMPLIFIED BY SEVERAL MICROPHONES SUSPENDED FROM CEILING OVER CONFERENCE TABLE; DELEGATES NOT SEATED AT TABLE PROBABLY WOULD HAVE TO STAND UP AND SPEAK TOWARD MIKES TO BE HEARD. WITH 50 ATTENDEES/SPEAKERS/OBSERVERS, SPACE WOULD REALLY BE TIGHT, PROBABLY TOO TIGHT TO PERMIT EVEN SIMPLE COFFEE SERVICE. ON OTHER HAND, POST HAS ADJACENT TO

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CONFERENCE ROOM OFFICE SPACE WHICH COULD CONVENIENTLY HOUSE CONFERENCE SECRETARIAT.

B. US BANK BRANCHES AND REPS IN LONDON NUMBER 55. IF INVITATIONS ARE SENT SUFFICIENTLY IN ADVANCE, WE WOULD NOT BE SURPRISED TO SEE CLOSE TO HUNDRED-PERCENT TURN-OUT, GIVEN EVIDENT ATTRACTION THIS CONFERENCE OFFERS.

COUPLED WITH SPEAKER PANEL, CONFERENCE ROOM SEEMS INADEQUATE TO SEMINAR NEEDS. HOWEVER, WE HAVE TENTATIVELY BOOKED IT PENDING YOUR DECISION ON DELEGATE NUMBERS AND OTHER CONSIDERATIONS.

C. WHILE SYMPATHETIC TO LENZ' PREFERENCE FOR ROUND-TABLE SETTING, POST DOES HAVE 182-SEAT AUDITORIUM THAT IS FREQUENTLY USED FOR PRESS CONFERENCES AND LONDON TRADE CENTER TECHNICAL SEMINARS WITHOUT INHIBITING EFFECT. OTHERWISE, NEARBY HILTON, GROSVENOR HOUSE AND OTHER FIRST-RANK HOTELS OFFER GOOD FACILITIES, AS DOES NEW LONDON PRESS CENTER LOCATED IN BANKING DISTRICT.

2. PARTICIPANTS:

A. ASSUME FROM PARA 7 REFTEL THAT INVITATIONS WILL BE ISSUED BY BEWT. PLEASED TO SEE THAT NON-LONDON DELEGATES WILL BE INVITED, SINCE MANY BANKS WILL HAVE FRANKFURT - AND PERHAPS PARIS-BASED OFFICERS DIRECTLY CONCERNED WITH SEMINAR SUBJECT.

B. AS TO UK DELEGATES, WE HAVE SEEN THAT US BANKERS ALONE PROBABLY WOULD EXCEED YOUR TARGET OF 45-50 ATTENDEES, SINCE WE DO NOT SEE HOW SOME US BANKS HERE COULD BE OVERLOOKED. (PLEASE NOTE THAT 55-BANK FIGURE IN PARA 2.B EXCLUDES CONSORTIA IN WHICH US BANKS PARTICIPATE.) IF DECISION TAKEN TO EXPAND CONFERENCE NUMBERS, APPROPRIATE UK GOVERNMENT INVITEES WOULD BE FROM HM

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 TRSE-00 /021 W
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R 191833Z JAN 78
FM AMEMBASSY LONDON
TO USDOC WASHDC
INFO SECSTATE WASHDC 2212

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TREASURY, BANK OF ENGLAND AND EXPORT CREDIT GUARANTEE DEPARTMENT (ECGD). INVITED BRITISH BANKS WOULD HAVE TO BE FOUR REPEAT FOUR MAJOR CLEARING BANKS; WE COULD NOT HOLD TO LOWER NUMBER. HOWEVER, POST SEES NO STRONG REASON FOR INCLUDING UK DELEGATES, ALTHOUGH PROSPECTS FOR SECURING SPEAKERS FROM UK BANKS AND TRADING HOUSES (AND FOR THAT MATTER FROM EASTERN BLOC BANK BRANCHES HERE) ARE ATTRACTIVE. ALSO, 4-6 EMBOFFS DEALING WITH EAST-WEST TRADE AND/OR BANKING MATTERS WOULD WISH TO ATTEND SEMINAR SESSIONS.

3. SOCIAL OCCASION: ALTHOUGH USDOC MAY BE ABLE WORK OUT SOMETHING AT WASHINGTON END, WE WOULD BE OPPOSED TO ASKING US BANK OR BANKER GROUP IN LONDON TO HOST (AND FUND) DINNER. APART FROM BUSINESS RELATIONS ASPECT, WE FEEL MORE EFFECTIVE ICEBREAKER WOULD BE COCKTAIL, ON EMBASSY PREMISES IF DESIRED, AND PERHAPS WITH BEWT AND EMBASSY CO-HOSTING. IF THIS SEEMS ACCEPTABLE, WE WILL EXPLORE AVAILABILITY OF EMBASSY HOSTS AND FACILITIES. (UNFORTUNATELY AMBASSADOR WILL BE OUT OF LONDON.)

4. REQUEST USDOC ADVISE POST AS QUICKLY AS SEMINAR DECISIONS ARE TAKEN TO PERMIT RESERVATION OF FACILITIES.
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PLEASE ADVISE DOC FUNDING AVAILABILITY.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, TRADE
Control Number: n/a
Copy: SINGLE
Draft Date: 19 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978LONDON01035
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780029-0254
Format: TEL
From: LONDON
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780146/aaaabmfv.tel
Line Count: 153
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c3e93be2-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3748669
Secure: OPEN
Status: NATIVE
Subject: EAST-WEST TRADE FINANCING SEMINAR IN LONDON, MAY 8-9, 1978
TAGS: EEWT, UK
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/c3e93be2-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014